

Message Text

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ACTION NEA-10

INFO OCT-01 EUR-12 ISO-00 EB-07 MMO-04 PER-03 SS-15

ABF-01 SP-02 NSC-05 OMB-01 /061 W

-----126058 201015Z /16

R 200500Z JUL 77

FM AMCONSUL DHAHRAN

TO SECSTATE WASHDC 5570

INFO USDOC WASHDC

AMEMBASSY ABU DHABI

AMEMBASSY ATHENS

AMEMBASSY DOHA

AMEMBASSY JIDDA

AMEMBASSY KUWAIT

AMEMBASSY MANAMA

AMEMBASSY TEHRAN

USLO RIYADH

UNCLAS SECTION 1 OF 2 DHAHRAN 0843/1

DEPT ALSO FOR NEA/EX, ATHENS FOR RTDO

E.O. 11652: N/A

TAGS: BEXP, ENRG, APER, SA

SUBJECT: POST STAFFING ANDSPACING OF TRADE PROMOTION EVENTS

REF: STATE 157407, STATE A-1659

1. POST DEEPLY APPRECIATES PASSAGE IN REFTEL WHICH NOTED POST'S STAFFING LIMITATIONS IN TERMS OF CARRYING OUT THE KIND OF TRADE PROMOTION PROGRAM USDOC AND THE CONGEN FEEL APPROPRIATE FOR THIS CONSULAR DISTRICT. BOTH USDOC AND THE POST RECONGNIZE THAT THIS IS A BURGEONING MARKET AND WISH TO GIVE ALL AID POSSIBLE TO AMERICAN EXPORTERS AND SERVICE COMPANIES WHO CAN AND SHOULD ESTABLISH THEMSELVES HERE.

2. POST, IN THIS REGARD, WISHES TO MAKE A FEW OBSERVATIONS

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ON THE SIZE OF ITS STAFF AND THE GUIDELINE SET DOWN IN PART "D" OF REFAIR THAT "CAGNE AND OIM/SAD ARE STRIVING TO MAINTAIN AT LEAST A TWO-WEEK INTERVAL BETWEEN ANY PROMOTIONAL EVENTS SCHEDULE FOR A GIVEN PAST". THIS PAST SPRING THE POST ATTEMPTED TO LIVE WITH THAT GUIDELINE AND, TO BE FRANK, IT PROVED TO BE MUCH TOO HEAVY A BURDEN FOR A POST THIS SIZE: TO REVIEW, WE LIST BELOW THE TRADE MISSIONS WE

RECEIVED (WITH THE TIMING OF ADVANCE OFFICER VISITS):

MARCH 1-#21	ALABAMA TM ADVANCE OFFICER
MARCH 23-27	IOWA TM ADVANCE OFFICER
APRIL 15-17	ALABAMA TRADE MISSION
MAY 4-6	IOWA TRADE MISSION
MAY 5-7	MONTANA TRADE MISSION ADVANCE MAN
MAY 18-20	MONTANA TRADE MISSION
MAY 20-23	PENNSYLVANIA TM ADVANCE OFFICER
JUNE 8-13	PENNSYLVANIA TRADE MISSION

3. PLEASE NOTE THAT THESE TRADE MISSIONS WERE HANDLED BY ONE OFFICER, ONE AMERICAN SECRETARY, AND TWO FOREIGN SERVICE LOCAL EMPLOYEES. AT TIMES, BECAUSE OF THE WORKLOAD, POST WAS REQUIRED TO HIRE CASUAL CLERICAL LABOR TO ASSIST.

4. IF POST HAD ONLY TRADE MISSIONS TO CARE FOR AND

ASSIST, TWO-WEEK RULE WOULD NOT HAVE BEEN ALL THAT DIFFICULT. IN FACT, OF COURSE, THERE WERE MANY OTHER MATTERS FOR POST'S ECON/CML SECTION TO HANDLE -- NOT THE LEAST OF WHICH WERE THE NATIONAL WAR COLLEGE AND THE INDUSTRIAL COLLEGE OF THE ARMED FORCES VISITS DIRECTLY IN THE MIDDLE OF THE SCHEDULE SUMMARIZED IN PARA 2. AT SAME TIME, POST RECEIVED AND ASSISTED THE NORMAL FLOW OF AMERICAN BUSINESSMEN, CONTINUED TO AID GROWING RESIDENT U.S. UNCLASSIFIED

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BUSINESS COMMUNITY OF MORE THAN 150 FIRMS, AND, AT ONE POINT, RECEIVED

A LONG-ANTICIPATED VISIT OF THE CAGNE MARKETING OFFICER FOR SAUDI ARABIA.

5. HOLDING TO A SCHEDULE OF TRADE PROMOTION EVENTS EVERY TWO WEEKS HAD ADDITIONAL IMPACT WHICH MAY NOT HAVE BEEN EASILY SEEN BY THOSE IN WASHINGTON RESPONSIBLE FOR TRADE PROMOTION PROGRAMMING. FOR ONE THING, TO PROGRAM A TRADE MISSION IN SAUDI ARABIA TAKES TIME. MAIL SERVICE AND TELEPHONE SERVICE IS SLOW AND UNDEPENDABLE. CONSEQUENTLY, THE ECON/CML STAFF IS REQUIRED TO DEVOTE LARGE SHARE OF ITS TIME OUTSIDE THE OFFICE MAKING ARRANGEMENTS AND APPOINT-

MENTS IN ADVANCE OF THE TRADE MISSION'S ARRIVAL. ADDITIONALLY, BECAUSE THE POST WAS SUBMERGED IN TRADE MISSION PROGRAMMING, ITS REPORTING PROGRAM FELL OFF MARKEDLY DURING THE MONTHS IT WAS CONFRONTED WITH TRADE MISSIONS ONLY A VERY FEW WTDR'S WERE WRITTEN, NO AIRGRAMS WERE PREPARED, AND SUBSTANTIVE REPORTING FELL TO A BARE MINIMUM IN RESPONSE TO IMMEDIATE EVENTS. AS DEPARTMENT IS AWARE, THIS POST IS RESPONSIBLE FOR PETROLEUM REPORTING IS A

CONSULAR DISTRICT WHICH CONTAINS THE WORLD'S LARGEST RESERVES AND THE WORLD'S LARGEST CRUDE OIL PRODUCING COMPANY. MOREOVER, THERE ARE MULTI-BILLION DOLLAR PROJECTS IN THIS CONSULAR DISTRICT THAT HAVE NOT BEEN ADEQUATELY REPORTED BECAUSE OF THE PRESSURE OF TRADE PROMOTIONAL WORK.

6. THE ECON/CML WORKLOAD AT THIS POST HAS CLEARLY GONE BEYOND THE POINT THAT ITS STAFF CAN CARRY. IN RECONGNITION OF THIS CONSTRAINT, THE DEPARTMENT HAS BEEN REQUESTED TO ESTABLISH A SECONDECON/CML OFFICER POSITION (SEE JIDDA 4363). FURTHERMORE, THE POST IS REQUESTING THE ESTABLISHMENT OF A FSL CLERICAL POSITION FOR EMPLOYMENT EXCLUSIVELY ON TRADE PROMOTION ACTIVITIES.
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UNTIL SUCH TIME AS THESE POSITONS CAN BE FILLED, THE POST DOES NOT FIND IT POSSIBLE TO ADHERE TO THE TWO-WEEK INTERVAL RULE ON TRADE PROMOTION EVENTS REFERRED TO IN PARA 2. CONSEQUENTLY, THE POST REGRETFULLY MUST STATE THAT IT WILL NOT BE ABLE TO PROGRAM TRADE PROMOTION EVENTS UNLESS THERE IS A ONE-MONTH INTERVAL BETWEEN EACH EVENT.

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FM AMCONSUL DHAHRAN
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INFO USDOC WASHDC
AMEMBASSY ABU DHABI
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AMEMBASSY KUWAIT
AMEMBASSY MANAMA

AMEMBASSY TEHRAN
ILO RIYADH 101

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7. WE BELIEVE DEPARTMENTS OF STATE AND COMMERCE
ARE AWARE OF OUR DCFLAGGING EFFORTS TO TRANSFORM THIS
CONSULATE INTO A TRUE COMMERCIAL INTEREST POST
CAPABLE OF EFFECTIVELY ASSISTING AMERICAN BUSINESS IN
ONE OF THE WORLD'S MOST RAPIDLY GROWING MARKETS.
NATURALLY, THEREFORE, WE DO NOT LIGHTLY OR HAPPILY STATE
THAT WE MUST CURTAIL OUR ACTIVITIES IN SUCH A BOOMING,
MASSIVE MARKET. WE HOPE, HOWEVER, THAT STATE AND
COMMERCE NOW RECOGNIZE THAT A LONE ECON/CML OFFICER
CAN NOT REPEAT NOT ADEQUATELY RESPOND TO THE ENORMOUS TRADE
POTENTIAL HERE, AND THAT A SECOND OFFICER MUST BE
MADE AVAILABLE EVEN IF HE MUST BE REPROGRAMMED FROM A LESS
ACTIVE POST. FURTHER, WE HOPE A LOOK AT THE VOLUME OF
ECON/CML ACTIVITY INCLUDING TRADE PROMOTIONAL AND
REPORTING WORK AT THIS POST WILL INDICATE A SERIOUS
NEED FOR AN FSL SECRETARY (WHICH WILL BE
FIRST FSL CLERICAL POSITION) IN ECON/CML SECTION.
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8. IN LIGHT OF FOREGOING, POST WOULD WELCOME
DEPARTMENTS'S ASSESSMENT REGARDING TIME FRAME WHEN POST MAY
ANTICIPATE ESTABLISHMENT OF SECOND ECON/CML OFFICER AND
FSL SECRETARY/LIBRARIAN POSITIONS.
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Disposition Approved on Date:
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